

Message Text

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44

ACTION NEA-09

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TAGS: BMEP BEXP EWWT KU

SUBJ: BOSTON SHIPBUILDING CO (BSC) INTEREST IN AMPTC

REF: A) STATE 213801; B) KUWAIT 4005; C) STATE 184501

1. AFTER SEVERAL DAYS DELAY, EMBOFF MANAGE CONTACT AMPTC MANAGING DIRECTOR, ABDULRAHMAN SULTAN, ABOUT BSC INTEREST IN TENDER FOR 6 TANKERS. SULTAN AGREED DIRECTLY MAIL TENDER DOCUMENTS TO BSC BUT INDICATED HE HAD TO GIVE BOARD OF DIRECTORS FINAL RECOMMENDATION BY OCT 28 WHICH PROBABLY PRECLUDED GIVING BSC CONSIDERATION UNLESS ALL OTHER OFFERS UNSATISFACTORY (HIGHLY UNLIKELY).

2. FAILURE AMPTC TO TELEX BSC CAME ABOUT AFTER COMPANY'S ADVISOR ASSURED EMBOFF HE HAD TELEX NUMBERS ALL MAJOR US SHIPYARDS. EVIDENTLY, HE FAILED INFORM US OF DIFFICULTY LOCATING NUMBER FOR BSC.

3. AT THIS DATE NO FORMAL INVITATION TO BSC WILL BE FORTHCOMING BUT WE URGE THEM STUDY DOCUMENTS WITH VIEW TO ASSURING SULTAN OF THEIR ABILITY TO UNDERTAKE SUCH WORK AND URGING HIM TO INCLUDE THEM IN ALL FUTURE TENDERS -- PROVIDED, OF COURSE, THE FOREGOING TRUE.

4. PARA 2, REF A INDICATES BSC HAS UNFAVORABLY RELATIONS WITH
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JOHN J. MULLEN AND ASSOC WHO AMPTC CONSULTANTS. IF THIS CASE,

WOULD APPEAR THAT BSC'S CHANCES FOR AMPTC CONTRACTS WILL
BE HARMED. (SEE BELOW)

5. HOWEVER, EMBASSY APPRECIATES BSC INTEREST AND WOULD LIKE
TO BE NOTIFIED WHEN TENDER DOCUMENTS RECEIVED.

6. COMMENT: WE BELIEVE KEY TO BSC SUCCESS EVENTUALLY IS FOR
COMPANY TO START ASAP MAKING DIRECT CONTACT WITH AMPTC, I.E.,
ABD AL-RAHMAN SULTAN. VISIT BY SENIOR BSC OFFICIAL WITH
RELATIVELY SPECIFIC PROPOSALS. IF A GOOD RELATIONSHIP CAN BE
DEVELOPED, AMPTC WILL DIRECT MCMULLEN TO CONSIDER BSC PROPOSALS.
FYI WE INFORMED BY MCMULLEN REP THAT THIS PROCEDURE BEST
WAY TO OVERCOME ANY BSC-MCMULLEN PROBLEMS. END FYI.
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